



FARM CREDIT EAST

New York Milk Marketing Advisory Committee

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Before we begin, the inevitable fine print...

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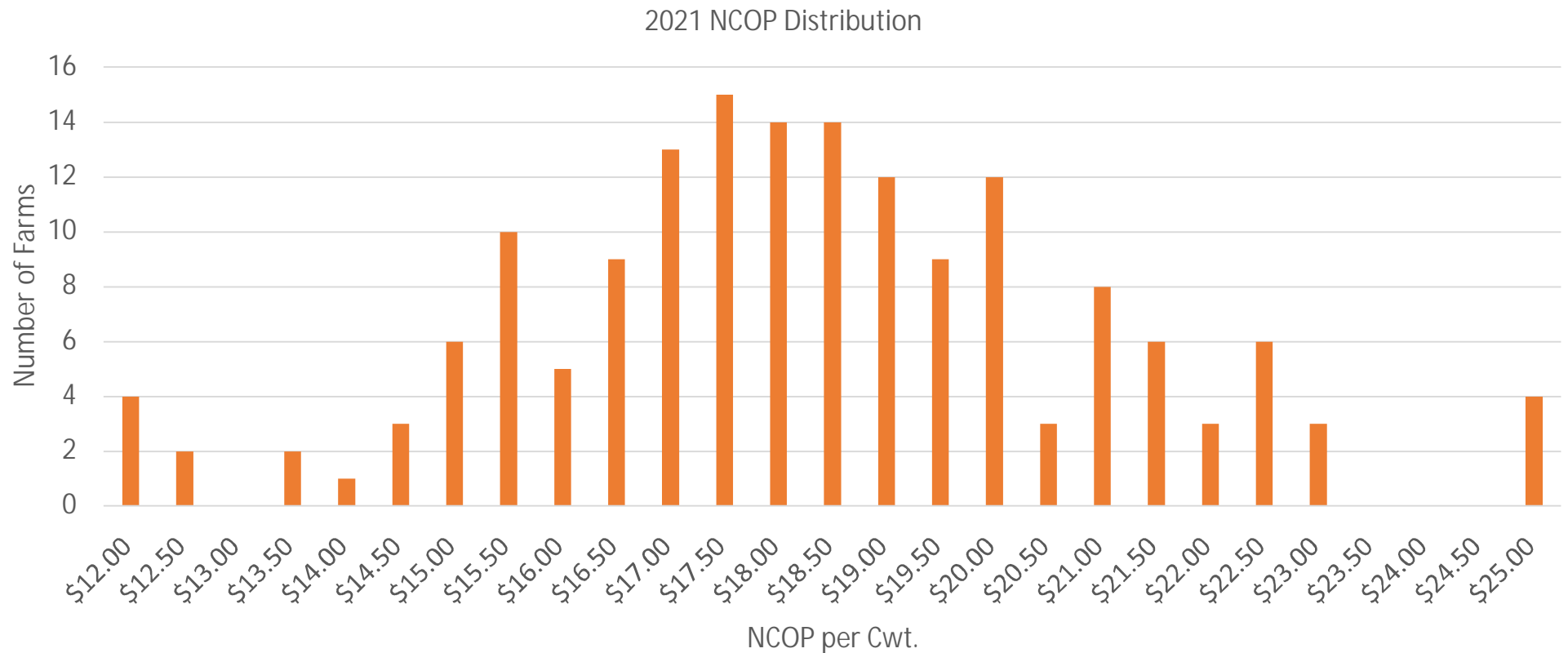
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Net Farm Income per cow 2000-2023F



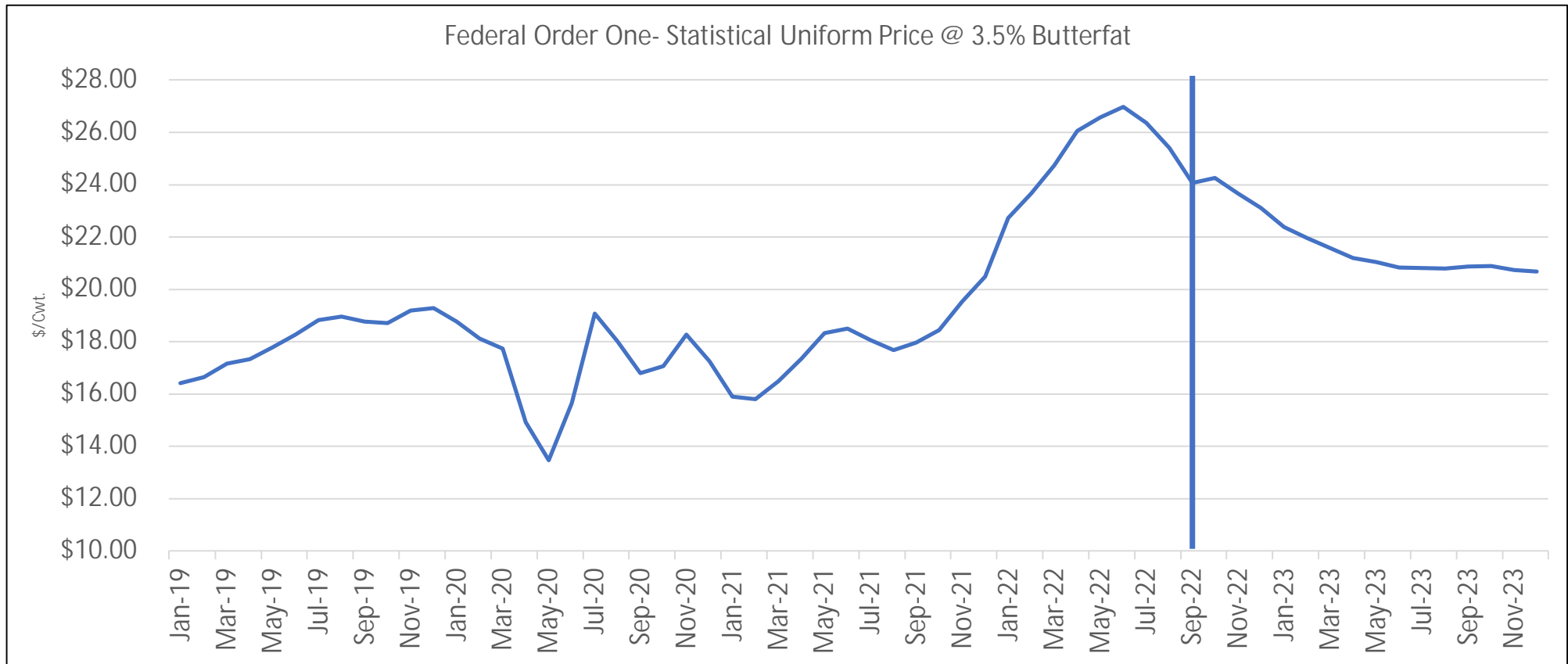
Source: Northeast Dairy Farm Summary, FCE Forecast

“Results May Vary – a lot!”



Source: Northeast Dairy Farm Summary

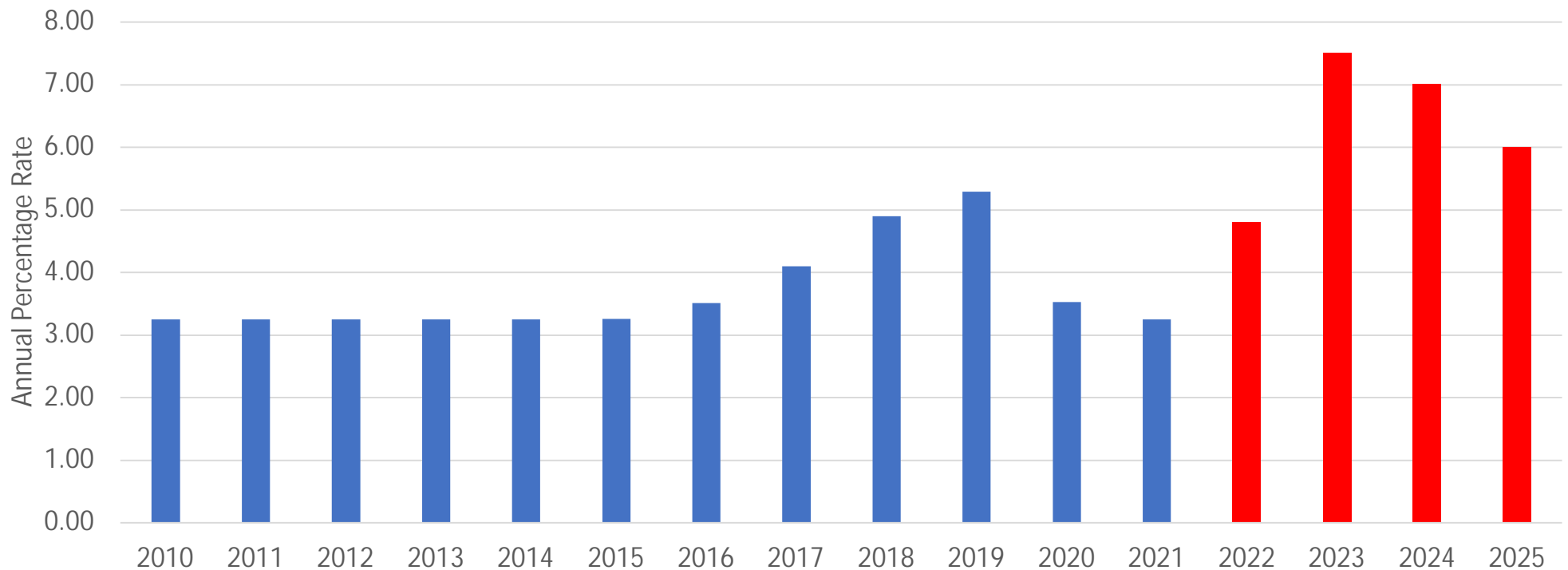
FMMO Milk Price 2019-2023F



Source: Historical - Federal Order One, Projections - Agrimark

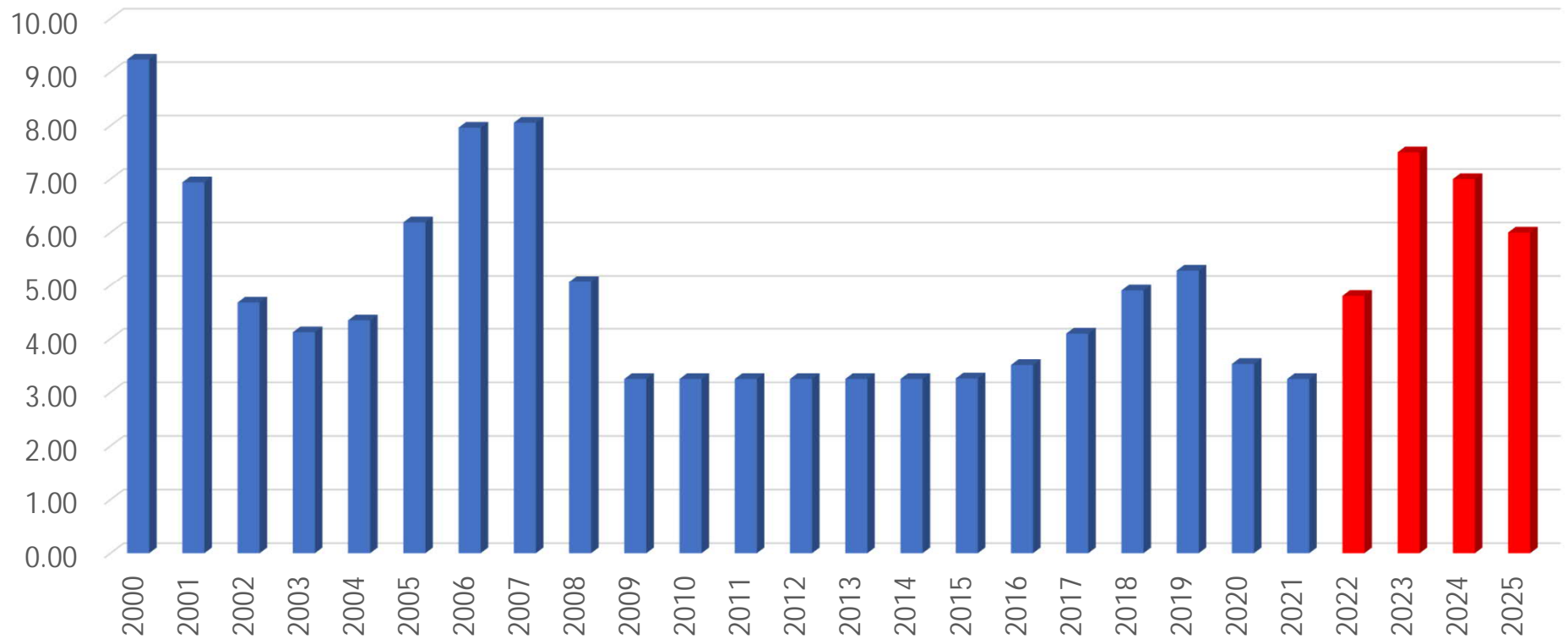
	2019	2020	2021	2022 Est.	2023 Fcst.
Milk Income	\$19.18	\$18.48	\$19.21	\$25.90	\$22.81
Additional Income	2.77	4.86	3.69	3.64	3.72
Total Revenue	21.95	23.34	22.90	29.54	26.53
Feed	6.30	6.64	6.90	8.00	7.68
Labor	3.26	3.35	3.42	3.66	3.77
Fert & Seed	0.86	0.99	1.13	1.77	1.73
Fuel	0.63	0.48	0.67	1.19	0.96
Interest	0.80	0.57	0.60	0.81	0.92
Other	8.35	8.76	8.75	9.75	9.88
Total Costs	20.20	20.79	21.47	25.18	24.94
Net Income	1.75	2.55	1.43	4.36	1.59

U.S. Bank Prime Loan Rate 2010-2025



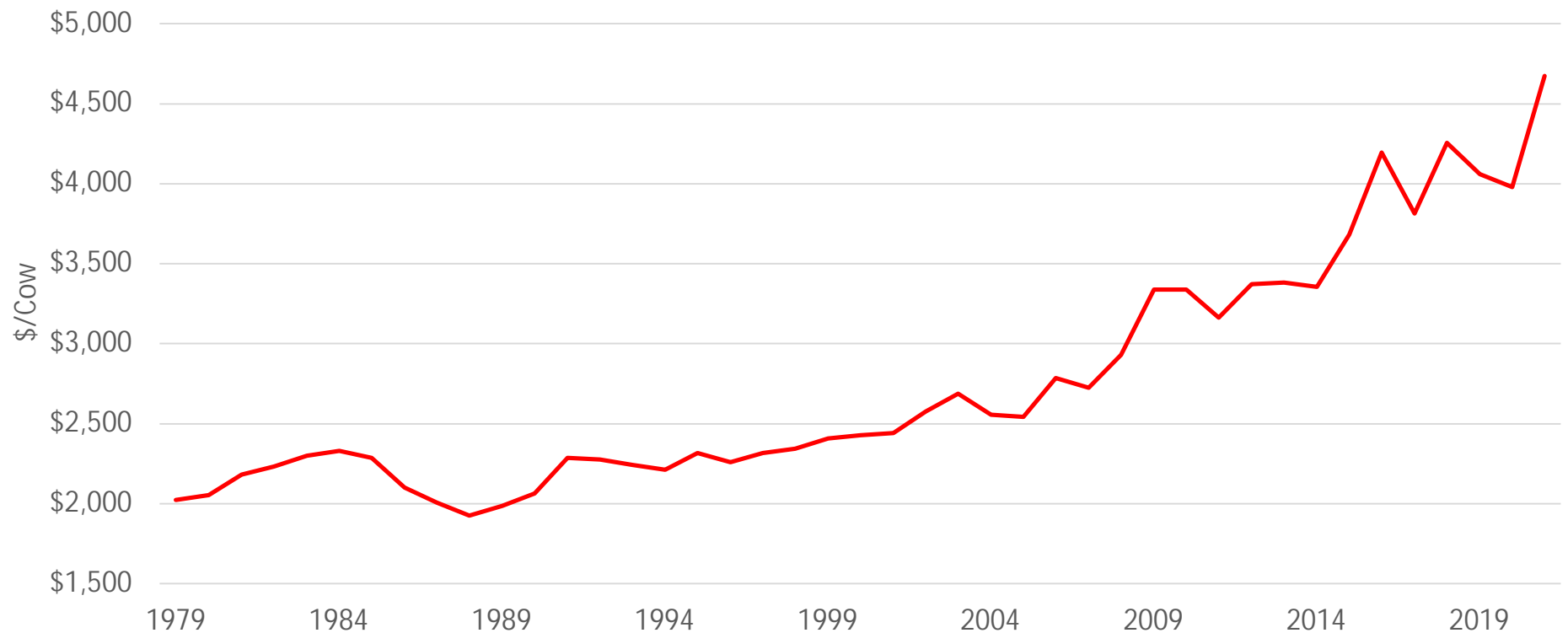
Source: U.S. Federal Reserve; FCE forecast

U.S. Bank Prime Loan Rate 2000-2025



Source: U.S. Federal Reserve; FCE forecast

Dairy Farm Summary – Average Liabilities per Cow: 1979-2021



Source: Northeast Dairy Farm Summary

A Look Back: A Look Ahead

- 2020: A good year largely because of government payments
- 2021: An “OK” Year. Not great, not terrible. Loss of COVID-19 related payments made money tighter than 2020
- 2022: A windfall year rivaling 2014
- 2023: Back to “OK” – Decent milk price, but higher costs.
- 2024: Overtime threshold starts dropping – (2024: 56 hours)
 - Milk price??

Thank You: Questions/Discussion

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